

Jesse Silbert

jesseas@princeton.edu ◦ jesse-silbert.github.io ◦ 203-803-7668

Office 202A, Department of Economics, Princeton University ◦ Princeton, NJ, 08544

Placement Director Gianluca Violante violante@princeton.edu 609-258-4003

Graduate Administrator Laura Hedden lhedden@princeton.edu 609-258-4006

Education

Princeton University *2019-present*

PhD Candidate in Economics

Expected Completion Date: June 2026

Columbia University *2013-2017*

B.A. in Economics-Mathematics

References

Alessandro Lizzeri

Stanley G. Ivins '34 Professor of Economics

Department of Economics

Princeton University

lizzeri@princeton.edu

Adam Kapor

Associate Professor of Economics and Public Affairs

Department of Economics

Princeton University

akapor@princeton.edu

Jakub Kastl

Professor of Economics

Department of Economics

Princeton University

jkastl@princeton.edu

Simon Jäger

Associate Professor of Economics and Public Affairs

Department of Economics, Industrial Relations Section

and School of Public and International Affairs

Princeton University

simon.jaeger@princeton.edu

Fields

PRIMARY Industrial Organization, Labor Economics

SECONDARY Economics of AI, Market Design

Job Market Paper

“Making Talk Cheap: Generative AI and Labor Market Signaling.” *(with Anaïs Galdin.)* 2025.

*Large language models (LLMs) like ChatGPT have significantly lowered the cost of producing written content. This paper studies how LLMs, through lowering writing costs, disrupt markets that traditionally relied on writing as a costly signal of quality (e.g., job applications, college essays). Using data from **Freelancer.com**, a major digital labor platform, we explore the effects of LLMs’ disruption of labor market signaling on equilibrium market outcomes. We develop a novel LLM-based measure to quantify the extent to which an application is tailored to a given job posting. Taking the measure to the data, we find that employers had a high willingness to pay for workers with more customized applications in the period before LLMs are introduced,*

but not after. To isolate and quantify the effect of LLMs' disruption of signaling on equilibrium outcomes, we develop and estimate a structural model of labor market signaling, in which workers invest costly effort to produce noisy signals that predict their ability in equilibrium. We use the estimated model to simulate a counterfactual equilibrium in which LLMs render written applications useless in signaling workers' ability. Without costly signaling, employers are less able to identify high-ability workers, causing the market to become significantly less meritocratic: compared to the pre-LLM equilibrium, workers in the top quintile of the ability distribution are hired 19% less often, workers in the bottom quintile are hired 14% more often.

Working Papers

- “**Job Matching without Price Discrimination.**” (with Wilbur Townsend.) 2025
Revise and Resubmit at Games and Economic Behavior

Work in Progress

- “Congestion and Effortful Information Provision in Two-Sided Markets.”
(with Anaïs Galdin.)
- “Attentional Market Power on Digital Labor Platforms.”
(with Anaïs Galdin and Yiyang Tan.)

Research Assistance

2018-2019 Pre-Doctoral Research Fellow, Opportunity Insights at Harvard University
2017-2018 Pre-Doctoral Research Fellow, Stanford Institute for Economic Policy Research

Teaching

Princeton ECO 325: Organization and Design of Markets (TA, Fall 2023)
ECO 310: Microeconomic Theory: A Mathematical Approach (TA, Fall 2022)

Grants, Fellowships, and Awards

Princeton University Graduate Fellowship	2019-2025
National Science Foundation Graduate Research Fellowship	2021-2024
Department of Economics Graduate Student Teaching Prize, Princeton University	Fall 2023
William S. Dietrich II Economic Theory Center Summer Research Grant, Princeton University	Summer 2023
Magna Cum Laude with Departmental Honors in Economics, Columbia University	Spring 2017

Professional Activities

Referee Service
Journal of Economic Theory

Last updated: October 2025